

2/11/2000

Dialog

BUSINESS

FINANCIAL

DATABASES

& MARKETING

Set	Items	Description
S1	15315	SALES() FORCE() AUTOMATION
S2	1062	TECHNOLOGY() ENABLED() (SELL? OR SALES)
S3	588	CLEAR (2N) COMPUTERS
S4	111	S1 (S) S2
S5	50	S4 NOT PY>1997
S6	21	S5 NOT PD=970619:971231
S7	11	RD (unique items)
S8	1	S7 AND S3

? sh file

File 9:Business & Industry(R) Jul/1994-2000/Aug 11
(c) 2000 Resp. DB Svcs.

File 15:ABI/Inform(R) 1971-2000/Aug 11
(c) 2000 Bell & Howell

File 16:Gale Group PROMT(R) 1990-2000/Aug 11
(c) 2000 The Gale Group

File 18:Gale Group F&S Index(R) 1988-2000/Aug 11
(c) 2000 The Gale Group

File 20:World Reporter 1997-2000/Aug 11
(c) 2000 The Dialog Corporation plc

File 148:Gale Group Trade & Industry DB 1976-2000/Aug 11
(c)2000 The Gale Group

File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group

File 169:Insurance Periodicals 1984-1999/Nov 15
(c) 1999 NILS Publishing Co.

File 267:Finance & Banking Newsletters 2000/Aug 09
(c) 2000 The Dialog Corp.

File 268:Banking Information Source 1981-2000/Aug W1
(c) 2000 Bell & Howell

File 473:Financial Times Abstracts 1998-2000/Aug 10
(c) 2000 The New York Times

File 475:Wall Street Journal Abs 1973-2000/Aug 10
(c) 2000 The New York Times

File 481:DELPHEES EUR BUS 80-1999/DEC W3
(c) 1999 ACFCI & CHAMBRE COMM IND PARIS

File 485:Accounting and Tax Database 1971-2000/Aug W1
(c) 2000 Bell & Howell

File 583:Gale Group Globalbase(TM) 1986-2000/Aug 11
(c) 2000 The Gale Group

File 621:Gale Group New Prod.Annou.(R) 1985-2000/Aug 11
(c) 2000 The Gale Group

File 623:Business Week 1985-2000/Aug W1
(c) 2000 The McGraw-Hill Companies Inc

File 624:McGraw-Hill Publications 1985-2000/Aug 10
(c) 2000 McGraw-Hill Co. Inc

File 625:American Banker Publications 1981-2000/Aug 11
(c) 2000 American Banker

File 626:Bond Buyer Full Text 1981-2000/Aug 11
(c) 2000 Bond Buyer

File 635:Business Dateline(R) 1985-2000/Aug 11
(c) 2000 Bell & Howell

File 636:Gale Group Newsletter DB(TM) 1987-2000/Aug 11
(c) 2000 The Gale Group

File 570:Gale Group MARS(R) 1984-2000/Aug 11
(c) 2000 The Gale Group

File 8:Ei Compendex(R) 1970-2000/Jul W3

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? t s7/6,ti,pd/all

>>>Some display codes not found in file 8: PD

7/6,TI,PD/1 (Item 1 from file: 15)
DIALOG(R)File 15:(c) 2000 Bell & Howell. All rts. reserv.

01409512 00060499
Automation nation
Apr 1997
LENGTH: 1 Pages
WORD COUNT: 474

7/6,TI,PD/2 (Item 2 from file: 15)
DIALOG(R)File 15:(c) 2000 Bell & Howell. All rts. reserv.

01307086 99-56482
Converting the skeptics
Oct 1996
LENGTH: 1 Pages
WORD COUNT: 410

7/6,TI,PD/3 (Item 3 from file: 15)
DIALOG(R)File 15:(c) 2000 Bell & Howell. All rts. reserv.

01291582 99-40978
Covering new territory
Sep 15, 1996
LENGTH: 6 Pages

7/6,TI,PD/4 (Item 4 from file: 15)
DIALOG(R)File 15:(c) 2000 Bell & Howell. All rts. reserv.

01221544 98-70939
SFA, the smart way
May 20, 1996
LENGTH: 1 Pages
WORD COUNT: 554

7/6,TI,PD/5 (Item 1 from file: 16)
DIALOG(R)File 16:(c) 2000 The Gale Group. All rts. reserv.

04680305 Supplier Number: 46888965
Sage Solutions Unveils Breakthrough Knowledge Management System for the
Internet
Nov 13, 1996

Word Count: 1253

7/6,TI,PD/6 (Item 2 from file: 16)
DIALOG(R)File 16:(c) 2000 The Gale Group. All rts. reserv.

04677399 Supplier Number: 46884218
The Learning Alliance and JetForm partner to integrate electronic forms
with SFA Software.
Nov 12, 1996
Word Count: 465

7/6,TI,PD/7 (Item 3 from file: 16)
DIALOG(R)File 16:(c) 2000 The Gale Group. All rts. reserv.

04558862 Supplier Number: 46700416
Salesoft Announces Integration With Lotus Notes
Sept 10, 1996
Word Count: 378

7/6,TI,PD/8 (Item 4 from file: 16)
DIALOG(R)File 16:(c) 2000 The Gale Group. All rts. reserv.

04532126 Supplier Number: 46659098
Trilogy and Salesoft offer integrated opportunity management with
interactive sales and marketing software to re-engineer the front office;
Partnership unites advanced solutions for customers, the sales force and
the enterprise.
August 28, 1996
Word Count: 622

7/6,TI,PD/9 (Item 5 from file: 16)
DIALOG(R)File 16:(c) 2000 The Gale Group. All rts. reserv.

04362786 Supplier Number: 46398443
SALES-FORCE AUTOMATION COMES OF AGE, Part 2
May 20, 1996
Word Count: 1121

7/6,TI,PD/10 (Item 1 from file: 148)
DIALOG(R)File 148:(c)2000 The Gale Group. All rts. reserv.

09094797 SUPPLIER NUMBER: 18814556 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Hvac manufacturers see the need for sales automation software. (heating,
ventilation, air conditioning equipment makers, other companies improve
customized selling)
Oct 21, 1996
WORD COUNT: 1200 LINE COUNT: 00101

7/6,TI,PD/11 (Item 2 from file: 148)
DIALOG(R)File 148:(c)2000 The Gale Group. All rts. reserv.

08716196 SUPPLIER NUMBER: 18341607 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sales-force automation comes of age. (includes related
article on how Hewlett-Packard Co. Computer Systems Group implemented
technology-enabled selling applications)
May 20, 1996
WORD COUNT: 2364 LINE COUNT: 00197